

EXHIBIT 13

Lori Singleton - March 30, 2016
Highly Confidential - For Attorneys Eyes Only

UNITED STATES DISTRICT COURT
FOR THE DISTRICT OF ARIZONA

SolarCity Corporation,)	
)	
Plaintiff,)	
)	
vs.)	No. 2:15-CV-00374-DLR
)	
Salt River Project Agricultural)	
Improvement and Power District,)	
)	
Defendant.)	
_____)	

****HIGHLY CONFIDENTIAL - ATTORNEYS' EYES ONLY****

VIDEOTAPED DEPOSITION OF LORI SINGLETON

Phoenix, Arizona

March 30, 2016

Prepared by:
Meri Coash, RMR, CRR
Certified Reporter
Certification No. 50327

Page 6			09:03:44-09:04:53	Page 8
1	Plaintiff Exhibit 83	Email chain ending with an email to Michael Lowe, Aidan McSheffrey from Lori Singleton, dated 1-14-15, Subject: FW: Solar Data, SRP-AZ-00011025 - 11026, Highly Confidential - AEO	222	1 (Mr. O'Connor is not present.)
2				2
3				3 TRANSCRIPT OF PROCEEDINGS
4	Plaintiff Exhibit 84	Email chain ending with an email to Lori Singleton from Jason Dudley, dated 9-3-15, Subject: FW: Number of Residential Installers by Calendar Year, SRP-AZ-00391396 - 391397, Confidential	222	4 THE VIDEOGRAPHER: We are on the record.
5				5 The time on the video monitor is 9:04 a.m. Here begins
6				6 volume 1, video number one in the deposition of Lori
7				7 Singleton, in the matter of SolarCity Corporation versus
8	Plaintiff Exhibit 85	PR sensitivity analysis, SRP-AZ-00294614, Highly Confidential - AEO	227	8 Salt River Project Agricultural Improvement and Power
9				9 District, in the United States District Court for the
10	Plaintiff Exhibit 86	Email to Michelle Bishop, Lori Singleton, Karen Collins from David Felix, dated 1-22-16, Subject: Solar Weekly Report 01-22-16, SRP-AZ-00388784 - 388785, Confidential	230	10 District of Arizona, Case Number 2:15-CV-00374-DLR.
11				11 Today's date is March 30th, 2016. Our court
12				12 reporter is Meri Coash. My name is Jerry Coash, certified
13	Plaintiff Exhibit 87	Memorandum to Renee Castillo from Lori Singleton, 10-10-14, SRP-AZ-00422305 - 422306, Confidential	236	13 videographer, representing Coash & Coash. This video
14				14 deposition is taking place at 2800 North Central Avenue,
15				15 Phoenix, Arizona.
16	Plaintiff Exhibit 88	Email chain ending with an email to Lori Singleton from John Tucker, dated 2-18-15, Subject: RE: Maricopa Community College District/City of Tempe, SRP-AZ-00348213 - 348215, Highly Confidential - AEO	239	16 Counsel, please identify yourselves and
17				17 state whom you represent.
18				18 MR. RODRIGUEZ: Sean Rodriguez, Boies,
19				19 Schiller & Flexner, for Plaintiff SolarCity Corporation.
20	Plaintiff Exhibit 89	Conference call notification, SRP-AZ-00422751 - 422752, Confidential	245	20 MR. BABBITT: Christopher Babbitt, from
21				21 WilmerHale, for Salt River Project.
22				22 MS. HETH: Katie Heth, SRP.
23				23 THE VIDEOGRAPHER: Would the court reporter
24				24 please swear in the witness.
25				25
PREVIOUSLY MARKED EXHIBITS				
Exhibit 30 Page 220				
Page 7			09:05:04-09:05:55	Page 9
1	VIDEOTAPED DEPOSITION OF LORI SINGLETON		1 LORI SINGLETON,	
2	was taken on March 30, 2016, commencing at 9:04 a.m. at		2 the witness herein, having been first duly sworn by the	
3	the law offices of Coppersmith Brockelman, PLC, 2800 North		3 Certified Reporter, was examined and testified as follows:	
4	Central Avenue, Suite 1200, Phoenix, Arizona, before Meri		4	
5	Coash, a Certified Reporter in the State of Arizona.		5 MR. RODRIGUEZ: Just for the record, we are	
6			6 joined by a new videographer today. I do have a copy of	
7			7 his executed Exhibit A to the Protective Order.	
8	* * *		8	
9	APPEARANCES:		9 EXAMINATION	
10	For the Plaintiff:		10 BY MR. RODRIGUEZ:	
11	BOIES, SCHILLER & FLEXNER, LLP		11 Q. Ms. Singleton, is there any reason why you cannot	
12	By: Sean Phillips Rodriguez, Esq.		12 give accurate testimony today?	
13	(Pro hac vice)		13 A. No.	
14	1999 Harrison Street		14 Q. Have you been deposed before?	
15	Suite 900		15 A. No. I have not.	
16	Oakland, California 94612		16 Q. The most important thing to remember is that the	
17	510-874-1000		17 court reporter is taking down all the words you speak, so	
18	srodriquez@bsfillp.com		18 please be sure that all your answers are verbal. Do you	
19	For the Defendant:		19 understand?	
20	WILMERHALE, LLP		20 A. Yes.	
21	By: Christopher E. Babbitt, Esq. (Pro hac vice)		21 Q. What is your title?	
22	1875 Pennsylvania Avenue, NW		22 A. It's director for merging customer programs for	
23	Washington, DC 20006		23 solar sustainability and technologies -- and telecom, I'm	
24	202-663-6000		24 sorry. But I should say that was my title until Monday	
25	christopher.babbitt@wilmerhale.com		25 and -- and we had a reorg, so I'm working on a new title	
	Also present: Michael O'Connor, Esq.;			
	Kathleen A. Heth, Esq.; and Jerry Coash,			
	videographer			

09:05:59-09:07:08	Page 10	09:08:35-09:09:43	Page 12
<p>1 for my -- my -- but that's been my title up until Monday.</p> <p>2 Q. From what time until Monday was that your title?</p> <p>3 A. For about the past four years.</p> <p>4 Q. Okay. And prior to the last four years, what was</p> <p>5 your role at SRP?</p> <p>6 A. Since 1993, I've been in various positions in the</p> <p>7 environmental group as manager of renewable energies and</p> <p>8 technologies and different titles, sustainable initiatives</p> <p>9 over -- since 1993. So that's more than 20 years, I</p> <p>10 think.</p> <p>11 Q. When did you first begin working for SRP?</p> <p>12 A. In 1978.</p> <p>13 Q. Have you worked continuously for SRP since 1978?</p> <p>14 A. I left for a year in the first eight years and</p> <p>15 then I -- I came back a year later.</p> <p>16 Q. Okay. Are you an SRP customer?</p> <p>17 A. Yes, I am.</p> <p>18 Q. Do you have solar on your house?</p> <p>19 A. Not on my house, but I'm part of our community</p> <p>20 solar program.</p> <p>21 Q. When did you first become involved with</p> <p>22 solar-related issues at SRP?</p> <p>23 A. I'd say not too long after 1993.</p> <p>24 Q. Okay. Now, prior to Monday's reorg, what were</p> <p>25 your responsibilities?</p>	<p>1 the 2012 pricing process related to net metering and</p> <p>2 solar, and so we received some feedback from the industry</p> <p>3 and decided that we wanted to continue to think about some</p> <p>4 of the items that we'd proposed, and so we formed the</p> <p>5 solar strategy team to do that.</p> <p>6 Q. Do you know who caused the solar strategy team to</p> <p>7 be formed? Was it a directive from someone higher up?</p> <p>8 A. Well, it was led by Mike McGinnis, who worked as</p> <p>9 our strategy person at SRP.</p> <p>10 Q. And now, is it correct that Mr. McGinnis passed</p> <p>11 away?</p> <p>12 A. Yes, it is.</p> <p>13 Q. Okay. After Mr. McGinnis's passing, who took</p> <p>14 over the solar strategy team?</p> <p>15 A. Dean Duncan.</p> <p>16 Q. Does Dean Duncan continue to run the solar</p> <p>17 strategy team today?</p> <p>18 MR. BABBITT: Objection. Foundation.</p> <p>19 THE WITNESS: The solar strategy team hasn't</p> <p>20 met in a while, but if we did, I'm sure he would lead the</p> <p>21 team.</p> <p>22 BY MR. RODRIGUEZ:</p> <p>23 Q. Does the solar strategy team still exist today?</p> <p>24 A. It doesn't -- I'm -- I'm assuming that a meeting</p> <p>25 could be called at any time, but -- but we haven't met</p>		
09:07:09-09:08:31	Page 11	09:09:45-09:10:44	Page 13
<p>1 A. So I have kind of three separate groups. One is</p> <p>2 solar, one is sustainability, and one is telecom.</p> <p>3 Q. How does your work on solar differ from your work</p> <p>4 on sustainability?</p> <p>5 A. Well, solar is just one of our sustainability</p> <p>6 programs. So we have other programs for customers --</p> <p>7 planting trees and green energy and solar and nonprofit --</p> <p>8 so -- so they're all kind of similar.</p> <p>9 Q. Do you work on energy efficiency issues?</p> <p>10 A. No, I don't, typically.</p> <p>11 Q. Which group would handle energy efficiency?</p> <p>12 A. It's under the executive Gena Trimble.</p> <p>13 Q. Now, are you an employee of both the District and</p> <p>14 the Association?</p> <p>15 A. The District.</p> <p>16 Q. Just the District. Okay.</p> <p>17 Do you consider yourself a public servant?</p> <p>18 A. Yes, I do.</p> <p>19 Q. Okay. Now, what was the solar strategy team?</p> <p>20 A. The solar strategy team was a group that SRP put</p> <p>21 together after the 2012 pricing process.</p> <p>22 Q. And what was the connection, if any, between the</p> <p>23 2012 pricing process and the formation of the solar</p> <p>24 strategy team?</p> <p>25 A. There were a couple of issues that came up during</p>	<p>1 recently.</p> <p>2 Q. Does the solar strategy team have any successors?</p> <p>3 A. "Successors" meaning?</p> <p>4 Q. Let me try a different way.</p> <p>5 Does the solar strategy team -- has a</p> <p>6 similar group been formed since the solar strategy team</p> <p>7 last met?</p> <p>8 MR. BABBITT: Object to form.</p> <p>9 BY MR. RODRIGUEZ:</p> <p>10 Q. -- last met?</p> <p>11 A. No, not that I'm aware of.</p> <p>12 Q. Are there any other groups or teams at SRP that</p> <p>13 are working on solar strategy?</p> <p>14 A. Other than those who are on the solar strategy</p> <p>15 team?</p> <p>16 Q. Yes.</p> <p>17 A. I think primarily those that were on the team</p> <p>18 still may have various involvement in the issues.</p> <p>19 Q. Now, do you communicate with distributed</p> <p>20 generation customers?</p> <p>21 A. I personally don't unless there's a problem that</p> <p>22 I get called in to -- to help talk to customers. But my</p> <p>23 team handles all of that interaction with our solar</p> <p>24 customers.</p> <p>25 Q. And who on your team handles that interaction</p>		

09:41:37-09:43:07	Page 34	09:44:46-09:46:19	Page 36
<p>1 I'm --</p> <p>2 Q. I don't want to make this a memory test?</p> <p>3 A. Okay.</p> <p>4 MR. RODRIGUEZ: So let's mark the next</p> <p>5 exhibit.</p> <p>6 THE WITNESS: Okay.</p> <p>7 (Deposition Plaintiff Exhibit 53 was marked</p> <p>8 for identification.)</p> <p>9 BY MR. RODRIGUEZ:</p> <p>10 Q. This will be Exhibit 53. And the Bates number on</p> <p>11 this document is SRP-AZ-00010685.</p> <p>12 Ms. Singleton, do you recall Exhibit 53?</p> <p>13 A. I mean, I was asked the question and answered the</p> <p>14 question, so yes, I do recall.</p> <p>15 Q. Okay. Now, do the figures in Exhibit 63 -- 53</p> <p>16 remain accurate today, or have there been additional</p> <p>17 incentive payments?</p> <p>18 A. Well, I -- I think there were probably the 4</p> <p>19 million additional above the 150 due to -- we've continued</p> <p>20 to pay some water heating payments, and I know that it's</p> <p>21 currently 154 million because I looked at the reports</p> <p>22 recently --</p> <p>23 Q. Okay.</p> <p>24 A. -- so . . .</p> <p>25 Q. And so you believe that the additional 4 million</p>	<p>1 active at SRP?</p> <p>2 A. Since September of 2011.</p> <p>3 Q. Does it remain active today?</p> <p>4 A. No. That program is -- is closed for new</p> <p>5 participation except for if you're currently on the</p> <p>6 program, you're -- you are allowed to remain on the</p> <p>7 program for the -- until your five years has expired.</p> <p>8 Q. Do you recall the time of the decision to close</p> <p>9 community solar to new participants?</p> <p>10 A. I believe it was the end of the fiscal year FY --</p> <p>11 April 30th of 2015 or 2014. I'm sorry. I'm like -- Let</p> <p>12 me think about this. It was closed just prior to us going</p> <p>13 into this current fiscal year, and that year began on</p> <p>14 May 1st of last year.</p> <p>15 Q. What -- from what month to what month does SRP's</p> <p>16 fiscal year run?</p> <p>17 A. It runs from May 1st to April 30th.</p> <p>18 Q. Okay. Do you have an understanding as to why</p> <p>19 community solar was closed this past fiscal year?</p> <p>20 MR. BABBITT: Object to form and foundation.</p> <p>21 THE WITNESS: It wasn't my decision. It was</p> <p>22 an executive management decision, so I don't specifically</p> <p>23 know why they made the decision to close the program.</p> <p>24 BY MR. RODRIGUEZ:</p> <p>25 Q. Are you responsible for community solar?</p>		
09:43:11-09:44:44	Page 35	09:46:21-09:47:28	Page 37
<p>1 is for water heating?</p> <p>2 A. I don't believe that that's all for water</p> <p>3 heating. I think there are various calculations and runs</p> <p>4 of our database as it relates to these numbers, and at any</p> <p>5 point in time they can change.</p> <p>6 Q. Okay. What is community solar?</p> <p>7 A. Community solar's an option that we have for our</p> <p>8 customers who are interested in solar and may not be able</p> <p>9 to put it on their roof because they live in an apartment</p> <p>10 or condo, they have a shaded roof, they have an old roof.</p> <p>11 So it's an additional way that we can allow customers to</p> <p>12 choose a solar option.</p> <p>13 Q. Is community solar ever considered an option for</p> <p>14 customers that would otherwise install rooftop solar?</p> <p>15 MR. BABBITT: Object to form.</p> <p>16 THE WITNESS: There -- there may be</p> <p>17 customers who certainly could install -- participate in</p> <p>18 the rooftop -- I'm sorry. There may be customers who</p> <p>19 could participate in community solar who could also do</p> <p>20 solar on their rooftop. That would be a choice that the</p> <p>21 customer -- that customer makes. But primarily, we</p> <p>22 targeted -- targeted the program to customers who could</p> <p>23 not do solar on their rooftop.</p> <p>24 BY MR. RODRIGUEZ:</p> <p>25 Q. How long has the community solar program been</p>	<p>1 MR. BABBITT: Object to form.</p> <p>2 THE WITNESS: I'm responsible for managing</p> <p>3 the program, yes.</p> <p>4 BY MR. RODRIGUEZ:</p> <p>5 Q. And no one told you why they decided to close the</p> <p>6 program that you're responsible for managing?</p> <p>7 A. No one specifically said the reason that we were</p> <p>8 closing the program, to me, directly.</p> <p>9 Q. Did anyone suggest a reason to you?</p> <p>10 A. Generally, I could surmise that the reason that</p> <p>11 we closed the program is that the program had not been as</p> <p>12 successful as we had hoped, and we were thinking about</p> <p>13 different options as it -- as it relates to a new</p> <p>14 community solar program, and we just hadn't been able to</p> <p>15 zero in on what we thought the best option would be for</p> <p>16 our customers going forward.</p> <p>17 Q. And who would have made the decision to close the</p> <p>18 community solar program?</p> <p>19 A. That would have been made at the executive</p> <p>20 management -- the GM staff or his -- his -- the general</p> <p>21 manager or his staff.</p> <p>22 Q. Who is the general manager?</p> <p>23 A. Mark Bonsall.</p> <p>24 Q. And who makes up the GM staff you're referring</p> <p>25 to?</p>		

09:47:28-09:48:47

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1 A. It's all of the executive -- direct executives
2 that report to Mark Bonsall.
3 Q. Who were the original customers for community
4 solar?
5 A. Who were the original customers? I wouldn't know
6 the names of all of the customers. I can tell you I was
7 the very first community solar customer.
8 Q. Who was the very first who was the --
9 A. I was the very first.
10 Q. You were the very first?
11 A. I was the very first customer in -- solar
12 customer.
13 Q. At the beginning, was community solar targeted at
14 a certain type of customer?
15 A. Because community solar is a premium program,
16 that's one of the things that we looked at, those types of
17 customers who would traditionally participate in a premium
18 program. And I do know that there was -- we specifically
19 targeted the program to apartments and condos, folks -- we
20 had a mailing list -- an email list for those types of
21 folks, and we targeted the program to them as well.
22 Q. And what about commercial or government
23 customers? Was community solar targeted to them in the
24 beginning?
25 A. In the beginning, we had an offering for schools.

09:50:45-09:52:22

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[REDACTED]

09:49:00-09:50:41

Page 39

1 MR. RODRIGUEZ: Let's mark Exhibit 54,
2 please.
3 (Deposition Plaintiff Exhibit 54 was marked
4 for identification.)
5 BY MR. RODRIGUEZ:
6 Q. Exhibit 54 is a document with the Bates number
7 SRP-AZ-00291304.
8 Ms. Singleton, do you recognize the document
9 that's been marked as Exhibit 54?
10 A. Yes. It appears to be a presentation that I
11 made. I'm not sure exactly who I made it to, but it is
12 one of my presentations.

[REDACTED]

[REDACTED]

09:53:40-09:55:10

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[REDACTED]

09:56:32-09:57:51

Page 44

[REDACTED]

[REDACTED]

[REDACTED]



10:17:35-10:18:52

Page 58

[REDACTED]

[REDACTED]

[REDACTED]

10:20:56-10:22:23

Page 60

[REDACTED]

[REDACTED]

[REDACTED]

10:54:40-10:56:02	Page 74	10:57:52-10:59:27	Page 76
<p>1 MR. BABBITT: Objection. Foundation.</p> <p>2 THE WITNESS: I didn't specifically write</p> <p>3 this, so I'm not sure what the meaning is here.</p> <p>4 BY MR. RODRIGUEZ:</p> <p>5 Q. Let's step back from the document --</p> <p>6 A. Okay.</p> <p>7 Q. -- then.</p> <p>8 As a general matter, do you have an</p> <p>9 understanding as to how distributed generation might</p> <p>10 change utility business models?</p> <p>11 MR. BABBITT: Same objection.</p> <p>12 THE WITNESS: I think utilities have</p> <p>13 traditionally priced their fixed cost and their variable</p> <p>14 cost such that today, when rooftop solar customers</p> <p>15 participate in utility programs, then utilities are not</p> <p>16 capturing the full cost of the grid associated with those</p> <p>17 rooftop solar customers. So if you think about the</p> <p>18 utility and how it works today and how that will continue</p> <p>19 to work in the future as it relates to increased solar</p> <p>20 adoption, you need to think about how that business model</p> <p>21 will continue to work based on the fact that there's been</p> <p>22 little -- or, very little solar generation in the past and</p> <p>23 we're expecting that there will be increased adoption of</p> <p>24 solar in the future, which is why we've addressed the --</p> <p>25 the, quote, business model issue during our pricing</p>		<p>1 responsible for making a decision. Those decisions were</p> <p>2 moved up to the executive management team and the general</p> <p>3 manager, and any decisions would have been made there.</p> <p>4 BY MR. RODRIGUEZ:</p> <p>5 Q. Did the solar strategy team make a recommendation</p> <p>6 to the GM or the GM staff?</p> <p>7 MR. BABBITT: Same objection.</p> <p>8 THE WITNESS: I don't recall that they did,</p> <p>9 but I wasn't -- I mean, Mike McGinnis was leading that or</p> <p>10 Dean Duncan was leading that, and they would have been the</p> <p>11 ones that were proposing any recommendations to executive</p> <p>12 management.</p> <p>13 BY MR. RODRIGUEZ:</p> <p>14 Q. Did the solar strategy team ever prepare a report</p> <p>15 summarizing its recommendations?</p> <p>16 A. I think -- I think there were many reports over</p> <p>17 the course of that -- those solar strategy team meetings.</p> <p>18 There were many presentations.</p> <p>19 MR. RODRIGUEZ: I believe this will be</p> <p>20 Exhibit 59.</p> <p>21 (Deposition Plaintiff Exhibit 59 was marked</p> <p>22 for identification.)</p> <p>23 BY MR. RODRIGUEZ:</p> <p>24 Q. Ms. Singleton, have you seen the document marked</p> <p>25 as Exhibit 59 before today?</p>	
10:56:06-10:57:47	Page 75	10:59:28-11:01:14	Page 77
<p>1 process.</p> <p>2 BY MR. RODRIGUEZ:</p> <p>3 Q. Apart from fixed and variable cost issues, is</p> <p>4 there any other way that distributed generation might</p> <p>5 change utility business models?</p> <p>6 MR. BABBITT: Object to form, foundation.</p> <p>7 THE WITNESS: I believe, and I'm not an</p> <p>8 expert to talk about this, but as you increase solar</p> <p>9 adoption, there could be impacts to the utility -- to the</p> <p>10 grid in terms of how it's able to interact with larger</p> <p>11 amounts of -- of solar installations.</p> <p>12 BY MR. RODRIGUEZ:</p> <p>13 Q. Is there any other way that distributed</p> <p>14 generation might change the utility business model?</p> <p>15 A. I'm -- I'm not --</p> <p>16 MR. BABBITT: Same objections.</p> <p>17 THE WITNESS: -- I'm not specifically</p> <p>18 thinking of anything other than those two issues.</p> <p>19 BY MR. RODRIGUEZ:</p> <p>20 Q. Did the solar strategy team ever reach any</p> <p>21 conclusions or make a recommendation?</p> <p>22 MR. BABBITT: Object to form.</p> <p>23 THE WITNESS: I think -- I think during the</p> <p>24 process, the strategy team talked about a lot of different</p> <p>25 options and discussed, but the team itself was not</p>		<p>1 [REDACTED]</p> <p>2 [REDACTED]</p> <p>3 [REDACTED]</p> <p>4 [REDACTED]</p> <p>5 [REDACTED]</p> <p>6 [REDACTED]</p> <p>7 [REDACTED]</p> <p>8 [REDACTED]</p> <p>9 [REDACTED]</p> <p>10 [REDACTED]</p> <p>11 [REDACTED]</p> <p>12 [REDACTED]</p> <p>13 [REDACTED]</p> <p>14 [REDACTED]</p> <p>15 [REDACTED]</p> <p>16 [REDACTED]</p> <p>17 [REDACTED]</p> <p>18 [REDACTED]</p> <p>19 [REDACTED]</p> <p>20 [REDACTED]</p> <p>21 [REDACTED]</p> <p>22 [REDACTED]</p> <p>23 [REDACTED]</p> <p>24 [REDACTED]</p> <p>25 [REDACTED]</p>	

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[REDACTED]

13:32:03-13:32:56 Page 140

[REDACTED]

13:30:48-13:32:03 Page 139

[REDACTED]

13:32:59-13:34:00 Page 141

[REDACTED]

13:34:05-13:38:02 Page 142	13:40:06-13:42:09 Page 144
<p>1 with solar?</p> <p>2 A. I'm not seeing anything else in this document</p> <p>3 that makes reference to that.</p> <p>4 Q. Okay. You said "anything else in this document."</p> <p>5 Is there anything at all in this document that refers to</p> <p>6 customers going to SRP to resolve problems with solar?</p> <p>7 A. No.</p> <p>8 MR. RODRIGUEZ: So let's mark the next</p> <p>9 exhibit. It's Exhibit 65, and it's an email and</p> <p>10 attachment. The Bates number of the family begins at</p> <p>11 SRP-AZ-00026136.</p> <p>12 (Deposition Plaintiff Exhibit 65 was marked</p> <p>13 for identification.)</p> <p>14 BY MR. RODRIGUEZ:</p> <p>15 Q. Ms. Singleton, do you recall this email?</p> <p>16 A. Let me just take a minute and look at it.</p> <p>17 Okay.</p> <p>18 Q. Do you recall the email at Exhibit 65?</p> <p>19 A. I don't specifically recall this email, but I see</p> <p>20 that it was an email sent from -- from John Tucker to --</p> <p>21 to one of my staff members and copying me and Mark</p> <p>22 Carroll.</p> <p>23 Q. Okay. Do you have an understanding of the</p> <p>24 purpose of this email?</p> <p>25 A. No.</p>	<p>1 this document?</p> <p>2 A. I believe so.</p> <p>3 Q. Okay. I'd just like to ask you about the page</p> <p>4 number ending 280.</p> <p>5 A. Yes.</p> <p>6 Q. This document refers to solar calculators. Is</p> <p>7 that right?</p> <p>8 A. Yes.</p> <p>9 Q. And what are the solar calculators to which this</p> <p>10 page is referring?</p> <p>11 A. It is referring to a solar calculator tool that</p> <p>12 was developed by SRP -- for SRP by Clean Power Research.</p> <p>13 Q. Okay. And have any solar calculators, in fact,</p> <p>14 been delivered by Clean Power Research to SRP?</p> <p>15 A. It's an online tool that we have available for</p> <p>16 customers to access.</p> <p>17 Q. And is there only the one online tool?</p> <p>18 A. Yes.</p> <p>19 Q. Are there any additional tools in development?</p> <p>20 MR. BABBITT: Object to the form.</p> <p>21 THE WITNESS: Not that I'm aware of.</p> <p>22 MR. RODRIGUEZ: Let's mark Exhibit 67,</p> <p>23 please.</p> <p>24 (Deposition Plaintiff Exhibit 67 was marked</p> <p>25 for identification.)</p>
13:38:02-13:40:03 Page 143	13:42:09-13:44:14 Page 145
<p>1 Q. Okay.</p> <p>2 A. I -- I didn't write the email. It was written by</p> <p>3 John Tucker. I don't know what . . .</p> <p>4 Q. Did you ever ask Mr. Tucker what he meant by this</p> <p>5 email?</p> <p>6 A. I don't recall ever doing that myself.</p> <p>7 MR. RODRIGUEZ: Let's mark Exhibit 66,</p> <p>8 please.</p> <p>9 (Deposition Plaintiff Exhibit 66 was marked</p> <p>10 for identification.)</p> <p>11 BY MR. RODRIGUEZ:</p> <p>12 Q. 66 is a document bearing the Bates number</p> <p>13 SRP-AZ-00295273.</p> <p>14 I first want to ask you about the -- Well,</p> <p>15 first, do you recognize the document that's been marked as</p> <p>16 Exhibit 66?</p> <p>17 A. Yes.</p> <p>18 Q. What is the document that's been marked as</p> <p>19 Exhibit 66?</p> <p>20 A. It looks like it's an agenda for a solar strategy</p> <p>21 meeting.</p> <p>22 Q. Did you prepare the document that's been marked</p> <p>23 as Exhibit 66?</p> <p>24 A. I did not personally.</p> <p>25 Q. Would someone on your team have prin- -- prepared</p>	<p>1 BY MR. RODRIGUEZ:</p> <p>2 Q. Ms. Singleton, do you recognize the document</p> <p>3 that's been marked as Exhibit 67?</p> <p>4 A. Yes. It appears to be a combination of several</p> <p>5 different presentations or similar to what's been</p> <p>6 presented in the last two documents.</p> <p>7 Q. Okay. Can you tell where one presentation ends</p> <p>8 and the other begins?</p> <p>9 A. There's an agenda in the middle of the document</p> <p>10 that would seem to imply that the first part of the</p> <p>11 document was second -- was separate from the second part</p> <p>12 of the document.</p> <p>13 Q. Okay. And can you tell me where the page break</p> <p>14 in what you believe is the first document is?</p> <p>15 A. Page 6.</p> <p>16 Q. Okay. So from page 7 onwards is a new document?</p> <p>17 A. It appears that it might be part of the same</p> <p>18 document, but perhaps the first part was presented by</p> <p>19 pricing, and the second part presented by my team -- or,</p> <p>20 put together by my team.</p> <p>21 Q. Do you have an understanding of to whom this</p> <p>22 document would have been presented?</p> <p>23 A. This document was presented many times</p> <p>24 internally, so it potentially could have been GM staff or</p> <p>25 another internal group at SRP.</p>

13:44:15-13:45:21

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1 Q. Well, let's turn to page 13. There I'm talking
2 about the internal pagination. It's the Bates number
3 ending 031.
4 A. I'm sorry. Could you say that again? Page?
5 Q. Yeah, internal page 13 --
6 A. Okay.
7 Q. -- Bates number ending 031.
8 A. Okay.
9 Q. Perhaps you could look at the bottom of the
10 slide. It says, "M. Bonsall and M. Lowe, Board Governance
11 Committee, 10/31/2014."
12 A. Okay.
13 Q. Does that refresh your recollection as to where
14 you may have seen this --
15 A. Yes.
16 Q. -- document before?
17 Okay. And so what is this document?
18 A. It's a document that I would have presented at
19 the board governance committee meeting.
20 Q. Okay. Let's take a look at the -- So what's --
21 what's the Slide 13 about?

[REDACTED]

13:46:41-13:48:07

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[REDACTED]

13:45:23-13:46:35

Page 147

[REDACTED]

13:48:11-13:49:19

Page 149

1 [REDACTED]

14:26:05-14:27:09	Page 166	14:30:23-14:32:09	Page 168
<p>1 Q. Okay. Now maybe you could just refresh me. Is</p> <p>2 your testimony that SRP is not pursuing a franchise model</p> <p>3 at the time? Right?</p> <p>4 MR. BABBITT: Object to form and foundation.</p> <p>5 THE WITNESS: As far as I'm aware, we are</p> <p>6 not exploring that model at this time.</p> <p>7 BY MR. RODRIGUEZ:</p> <p>8 Q. Okay. And is your testimony that SRP is not</p> <p>9 pursuing a Clean Power Finance Partnership model at this</p> <p>10 time. Is that right?</p> <p>11 MR. BABBITT: Same objections.</p> <p>12 THE WITNESS: Yes, as far as I know, that's</p> <p>13 correct.</p> <p>14 BY MR. RODRIGUEZ:</p> <p>15 Q. Same question for the affiliate model.</p> <p>16 MR. BABBITT: Same objections.</p> <p>17 THE WITNESS: Yes, as far as I know.</p> <p>18 BY MR. RODRIGUEZ:</p> <p>19 Q. Okay. Would anyone else have seen these NPV</p> <p>20 model -- numbers besides the solar strategy team?</p> <p>21 MR. BABBITT: Objection. Foundation.</p> <p>22 THE WITNESS: I'm not sure internally. My</p> <p>23 group did this analysis, and I'm not sure how widely</p> <p>24 others may have -- what the visibility was with others.</p> <p>25</p>		<p>1 page of Exhibit 71 -- is dated December 7th, 2015, right?</p> <p>2 A. Yes.</p> <p>3 Q. Okay. Now, that first chart, do I take that to</p> <p>4 mean that as of December -- December 7th, 2015 --</p> <p>5 A. Uh-huh.</p> <p>6 Q. -- SRP had received 283 E-27 applications since</p> <p>7 December 9th, 2014?</p> <p>8 MR. BABBITT: Object to the form.</p> <p>9 BY MR. RODRIGUEZ:</p> <p>10 Q. Let me try that a different way.</p> <p>11 What does the first chart on the page ending</p> <p>12 271 convey?</p> <p>13 A. It's the -- the breakdown of E-27 solar customers</p> <p>14 and the status of the applications that we'd received, the</p> <p>15 systems that had been commissioned, those that had -- had</p> <p>16 yet to be commissioned, those that are in process, and</p> <p>17 those that have somehow changed their mind or decided not</p> <p>18 to move forward with installing solar.</p> <p>19 Q. Okay. What is the time frame for the figures in</p> <p>20 the first chart on the page ending 271?</p> <p>21 A. Since December 9th of 2014 to December 7th, 2015.</p> <p>22 Q. Okay. So as of December 7, 2015, SRP had</p> <p>23 received 283 E-27 solar applications, right?</p> <p>24 A. Yes.</p> <p>25 Q. Okay. What does it mean when a system is</p>	
14:27:23-14:30:16	Page 167	14:32:15-14:33:54	Page 169
<p>1 BY MR. RODRIGUEZ:</p> <p>2 Q. Okay. How many customers have signed up for</p> <p>3 E-27?</p> <p>4 A. Currently, today, we've had 385 applications --</p> <p>5 solar applications.</p> <p>6 Q. And that's 385 solar applications for E-27, not</p> <p>7 E-27 P, correct?</p> <p>8 A. Yes, that's correct.</p> <p>9 MR. RODRIGUEZ: Okay. Let's mark the next</p> <p>10 exhibit, please.</p> <p>11 (Deposition Plaintiff Exhibit 71 was marked</p> <p>12 for identification.)</p> <p>13 BY MR. RODRIGUEZ:</p> <p>14 Q. The document marked as Exhibit 71 is an email and</p> <p>15 attachment. The parent email bears the Bates number</p> <p>16 SRP-AZ-00442270.</p> <p>17 Ms. Singleton, do you recall the email and</p> <p>18 attachment marked as Exhibit 71?</p> <p>19 A. I -- I just need to take a minute to -- to review</p> <p>20 it.</p> <p>21 Okay. I'm familiar with the document.</p> <p>22 Q. And what is Exhibit 71?</p> <p>23 A. It's a status report that was provided by me to</p> <p>24 my boss, Renee Castillo.</p> <p>25 Q. Okay. Now, the attachment -- that is, the second</p>		<p>1 commissioned?</p> <p>2 A. It's when the system is actually turned on by the</p> <p>3 vendor and SRP.</p> <p>4 Q. Okay. So in approximately the first year under</p> <p>5 which E-27 was available, there were 154 solar systems</p> <p>6 commissioned that would be subject to E-27, right?</p> <p>7 MR. BABBITT: Object to form and foundation.</p> <p>8 THE WITNESS: Yes. That's what this chart</p> <p>9 shows.</p> <p>10 BY MR. RODRIGUEZ:</p> <p>11 Q. Okay. I believe you testified a moment ago that</p> <p>12 there were 385 solar applications to date under E-27. Is</p> <p>13 that right?</p> <p>14 A. That's correct.</p> <p>15 Q. Okay. So between December 7th, 2015, and today,</p> <p>16 which is March 30th, 2016, there was an increase of</p> <p>17 approximately 100 solar applications under E-27. Is that</p> <p>18 right?</p> <p>19 A. That would -- if I'm doing the math right, what</p> <p>20 we've seen today, the latest numbers are 385, and this is</p> <p>21 283.</p> <p>22 Q. Okay. Do you have an understanding of why there</p> <p>23 would be a hundred new applications between December 7,</p> <p>24 2015, and today?</p> <p>25 MR. BABBITT: Objection. Foundation.</p>	

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1 customers are required to sign when they participate in
2 our solar program.

3 Q. Did SRP, in or around the time of the 2014-2015
4 price process, suggest to customers that they might want
5 to discontinue operating their solar systems?

6 A. No, we did not.

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16:07:18-16:08:56

Page 218

[REDACTED]

16:10:12-16:12:32

Page 220

[REDACTED]

7 MR. RODRIGUEZ: This will be Exhibit 83 --

8 THE COURT REPORTER: We've already marked

9 it.

10 MR. RODRIGUEZ: Oh. We did, indeed. This

11 exhibit has been previously marked at Mr. Tucker's

12 deposition as Plaintiff's Deposition Exhibit 30.

13 BY MR. RODRIGUEZ:

14 Q. Ms. Singleton, do you recognize the email chain

15 that's been marked as --

16 A. I need to --

17 Q. -- Plaintiff 30?

18 A. I'm sorry. I need to take a minute to look at

19 it.

20 Yes, I -- I can see that this was an email

21 from John Tucker to Karen Collins asking how many

22 residential solar customers we have today and how many we

23 expect by the end of the year.

24 BY MR. RODRIGUEZ:

25 Q. Okay. And who is Karen Collins again?

[REDACTED]

16:12:33-16:14:33

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1 A. Karen manages our residential solar program.

2 Q. Okay. And Ms. Collins' email sent Thursday,

3 September 11, 2014, 10:54 p.m. says, in the second

4 sentence, ". . . we are averaging over 550 new

5 applications per month (May through August) and are

6 installing an average of 300 per month over that same

7 timeframe." Did I read that accurately?

8 A. Yes.

9 Q. Okay. And is Ms. Collins someone who would be --

10 who would be knowledgeable about the number of

11 applications and installations of solar systems in SRP

12 territory?

13 A. Yes. She manages that on a day-to-day basis.

14 Q. Okay. And do you believe it's accurate that in

15 approximately May through August of 2014, SRP was

16 averaging over 550 new solar applications per month?

17 A. I believe if that's what she reported the numbers

18 to be, then that's what they were.

19 Q. And how does an average of 550 new applications

20 per month in May to August of 2014 compare to the rate of

21 applications for solar systems in SRP territory today?

22 A. This was -- says it's 550 new applications per

23 month. To date, we have -- since December of 2014, we

24 have 385 applications, as I've mentioned earlier.

25 Q. Do you have an understanding of how many solar

16:14:41-16:17:08 Page 222	16:18:55-16:20:20 Page 224
<p>1 applications SRP received in 2014?</p> <p>2 A. I believe we received around 7,000.</p> <p>3 Q. 7,402 sound about right?</p> <p>4 A. Yes.</p> <p>5 MR. RODRIGUEZ: Let's just very quickly mark</p> <p>6 Exhibit 83.</p> <p>7 (Deposition Plaintiff Exhibit 83 was marked</p> <p>8 for identification.)</p> <p>9 BY MR. RODRIGUEZ:</p> <p>10 Q. Exhibit 83 is a document with the Bates number</p> <p>11 SRP-AZ-00011025.</p> <p>12 Ms. Singleton, do you recognize Exhibit 83?</p> <p>13 A. I'm just going to take a minute to look it over.</p> <p>14 Yes, I -- I've read the email.</p> <p>15 Q. Is the chart at the beginning of Exhibit 83</p> <p>16 accurate, to the best of your knowledge?</p> <p>17 A. To the best of my knowledge, it is.</p> <p>18 Q. Thank you.</p> <p>19 MR. RODRIGUEZ: Let's mark Exhibit 84.</p> <p>20 (Deposition Plaintiff Exhibit 84 was marked</p> <p>21 for identification.)</p> <p>22 BY MR. RODRIGUEZ:</p> <p>23 Q. Exhibit 84 is a document with the Bates number</p> <p>24 SRP-AZ-00391396.</p> <p>25 Ms. Singleton, do you recognize the document</p>	<p>1 Q. Okay. Is it your understanding that that is a</p> <p>2 database from which it is relatively easy for personnel,</p> <p>3 such as Ms. Kennedy, to pull reports?</p> <p>4 A. It's a very complicated database in order to pull</p> <p>5 reports.</p> <p>6 Q. All right. Let's take a look at the page ending</p> <p>7 397. And this appears to be an email from Ms. Kennedy to</p> <p>8 Mr. Dudley. She says, "Jason, Here are the number of</p> <p>9 unique residential installers by calendar year." Then</p> <p>10 there's a chart that purports to represent the number of</p> <p>11 residential installers by calendar year. Is that</p> <p>12 accurate?</p> <p>13 A. I would assume if she pulled it from the database</p> <p>14 that it -- it is accurate.</p> <p>15 Q. Okay. Now, I see on the line reporting</p> <p>16 residential installers for 2014, there were 108</p> <p>17 residential installers.</p> <p>18 A. Yes.</p> <p>19 Q. Okay. And in the line reporting residential</p> <p>20 installers for 2015, there were 47 installers. Is that</p> <p>21 right?</p> <p>22 A. Yes.</p> <p>23 Q. Does it surprise you that the number of</p> <p>24 residential installers dropped by about half between 2014</p> <p>25 and 2015?</p>
16:17:10-16:18:53 Page 223	16:20:23-16:22:13 Page 225
<p>1 that's been marked as Exhibit 84?</p> <p>2 A. I'm just taking a minute to look at it.</p> <p>3 Okay.</p> <p>4 Q. Do you recognize Exhibit 84?</p> <p>5 A. The entire document? I can see it was sent to me</p> <p>6 by Jason.</p> <p>7 Q. Who is Kate Kennedy?</p> <p>8 A. Kate Kennedy works in our solar group and reports</p> <p>9 to Karen Collins.</p> <p>10 Q. Okay. And is Kate Kennedy someone who would be</p> <p>11 knowledgeable about the number of residential installers</p> <p>12 in SRP territory over time?</p> <p>13 A. Yes, she manages that database.</p> <p>14 Q. Okay. What database are you referring to?</p> <p>15 A. It's -- it's the database that reflects all of</p> <p>16 our customers who participated in our solar program.</p> <p>17 Q. Does that database have a name?</p> <p>18 A. I believe it's called the EarthWise database. AW</p> <p>19 solar.</p> <p>20 Q. Do you have an understanding of what the</p> <p>21 EarthWise database or AW solar -- Strike that.</p> <p>22 Do you have an understanding of how one</p> <p>23 accesses the EarthWise database or AW solar?</p> <p>24 A. Broadly. I don't have access, so I -- I don't</p> <p>25 know exactly how that database works.</p>	<p>1 MR. BABBITT: Object to form and foundation.</p> <p>2 THE WITNESS: I always considered that there</p> <p>3 would be a slowdown in solar applications, but I expected</p> <p>4 that that slowdown would be temporary and that the</p> <p>5 industry would come back, because I've seen that happen</p> <p>6 many times within the course of our solar programs as</p> <p>7 we've changed incentives.</p> <p>8 BY MR. RODRIGUEZ:</p> <p>9 Q. Can you name for me another time in the course of</p> <p>10 your solar programs where SRP has changed incentives?</p> <p>11 A. Many times we've changed incentives over the</p> <p>12 years.</p> <p>13 Q. Can you name a specific time when SRP has changed</p> <p>14 incentives?</p> <p>15 A. In 2009, for -- for the first few years of our</p> <p>16 program, we had a \$3 per watt incentive. And the first</p> <p>17 reduction in that incentive was to \$2.70 per watt.</p> <p>18 Q. Okay. And is there another time when SRP has</p> <p>19 changed incentives?</p> <p>20 A. There was many times --</p> <p>21 Q. Okay.</p> <p>22 A. -- over the years that we changed incentives.</p> <p>23 Q. When you're referring to "incentives" here, are</p> <p>24 you talking about those solar incentives in exchange for</p> <p>25 RECs that we discussed earlier today?</p>